

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-12-11 (Wed)
EUROS IN 000'S
NA Media

| BANKER | DEAL | PROB | NOV FRANCHISE VALUE | YTD NOV FRANCHISE VALUE | DEC FRANCHISE VALUE | 2002 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|---------------------|---|------|------------------------|-------------------------------|------------------------|----------------------------|---------------------------------|
| Morris, J L Matcain | Salem Communications - secondary offering (3Q 02) (D024428) | 0% | - | - | - | - | 1,239 |
| | Tribune Co - general advisory (radio assets) (D002234) | N/A | - | 1,086 | - | - | - |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | N/A | - | 761 | - | - | - |
| | AOL Time Warner - convertible offering (3Q 02) (D024044) | 0% | - | - | - | - | 9,909 |
| | Hughes/PanAmSat - Project Pelican/Miner financing 1Q02 / Pelican 1 (D015959) | N/A | - | 5,480 | - | - | - |
| | Hughes/PanAmSat - Project Pelican/Miner financing 1Q02 / Pelican 1 (D015959) | N/A | - | 5,960 | - | - | - |
| | SpectraStar Holdings - Fairness Opinion (SBC) (D022702) | N/A | - | 533 | - | - | - |
| | TM Brazil - Project Eifel/Phase 1 (Strategic alliance) / Eifel - 1 (D014121) | 0% | - | 1,678 | - | - | 991 |
| | TM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2 (D024386) | N/A | - | - | - | - | - |
| | TV Globo - Project Waves / Waves ... (D013628) | N/A | - | 89 | - | - | - |
| Paul, Gregory R. | AMC Entertainment - acq financing for General Cinema (D013398) | N/A | - | 462 | - | - | - |
| | Acme Communications - general advisory (D005356) | 25% | - | - | - | - | 1,239 |
| | Galaxy Latin America - HY bond offering (1Q 01) (D002033) | N/A | - | 1,505 | - | - | - |
| | Kerastore - Theaters - Bank Financing (3Q 02) (D021255) | N/A | - | 859 | - | - | - |
| | LN Television - IPO (D020127) | N/A | - | 10,033 | - | - | - |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | N/A | - | 1,930 | - | - | - |
| | Young Broadcasting - HY Offering (4Q 01) (D014961) | N/A | - | 527 | - | - | - |
| | Young Broadcasting - general advisory (Kron Station) (D025304) | 25% | - | - | - | - | 3,964 |
| | Kerasoles Theaters - Bank Financing (3Q 02) (D021255) | N/A | - | 659 | - | - | - |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | N/A | - | 1,830 | - | - | - |
| Tritto, Dyan | Young Broadcasting - HY Offering (4Q 01) (D014961) | N/A | - | 527 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Snout / Twist & Snout) (D010328) | N/A | 1,007 | 3,670 | - | - | - |
| | BusinessWire - general advisory (D005685) | 25% | - | - | - | - | 5,351 |
| | Comcast - acq financing for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,784 | - |
| | Digital River - block trade (4Q 01) (D016304) | N/A | - | 86 | - | - | - |
| | Liberty Media - Acq opportunities in Europe (D016282) | N/A | - | 244 | - | - | - |
| | TMP Worldwide - Project University / University 1 (D013407) | N/A | - | 3,408 | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | - | 9,909 |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | - | 19,818 |
| | Walt Disney - \$450mm - IG Bond (D024828) | N/A | - | 80 | - | - | - |
| Yung, Sun J. | Comcast - acq financing for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,784 | - |
| | Icon Office Solutions - convertible offering (2Q 02) (D020657) | N/A | - | 5,025 | - | - | - |
| | Pitney Bowes - IG offering (3Q 02) (D026114) | N/A | - | 848 | - | - | - |
| | SONICblue - equity private placement (2Q 02) (D021185) | N/A | - | 160 | - | - | - |
| | Scientific Atlanta - acquisition of Barconet/Project Baseball / Baseball (D013401) | N/A | - | 1,524 | - | - | - |

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Global Media Revenues as at 11 Dec.xls

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DB 000590

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 11/01/2007
EUROPE MEDIA (1)

| PRODUCT | Nov Franchise Revenue | YTD(Nov) Franchise Revenue | Prior YTD Franchise Revenue | B/W PRIOR YTD Franchise Revenue | Disc Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | Bal Of Cur Year Probability Weighted Pipeline | 2002 Full Year Forecast | 2002 Full Year Plan | B/W 2002 Full Year Plan | Future Year Pipeline(2) | Future Year Pipeline Probability Weighted(2) |
|---|-----------------------|----------------------------|-----------------------------|---------------------------------|------------------------|---|---|-------------------------|---------------------|-------------------------|-------------------------|--|
| MEA | - | - | - | - | - | 2,300 | 575 | 8,719 | 25,920 | (20,201) | 66,613 | 5,725 |
| Other Advisory | - | 8,144 | 18,846 | (10,703) | - | 2,300 | 575 | 8,719 | 25,920 | (20,201) | 66,613 | 5,725 |
| Total Advisory | - | 8,144 | 18,846 | (10,703) | - | - | - | - | - | - | - | - |
| ABL Origination | - | - | - | - | - | - | - | - | - | - | - | - |
| HYCM | 1,929 | 7,262 | 2,482 | 4,770 | - | - | - | 7,262 | 8,265 | (1,003) | - | - |
| Leverage Loan Fees | - | 5,261 | 11,231 | (5,970) | - | - | - | 5,261 | 8,260 | (2,998) | 1,000 | 750 |
| Project Finance | - | - | - | - | - | - | - | - | - | - | - | - |
| Leveraged Portfolio Revenue | - | - | - | - | - | - | - | - | - | - | - | - |
| Real Estate Investment Banking | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Debt Products | 1,929 | 12,523 | 13,722 | (1,200) | - | - | - | 12,523 | 16,525 | (4,002) | 1,000 | 750 |
| Equity Underwriting | 22,934 | 26,102 | 20,920 | 5,182 | - | 17,500 | - | 26,102 | - | 26,102 | 27,909 | 6,477 |
| Private Placement-Equity | - | - | - | - | - | - | - | - | - | - | - | - |
| Structured Equity Transactions Group | - | - | 152 | (162) | - | 17,500 | - | 26,102 | - | - | - | - |
| Total Equity | 22,934 | 26,102 | 21,082 | 5,020 | - | - | - | - | 26,920 | (2,818) | 27,909 | 6,477 |
| Capital Benefits / Treasury Allocation | - | - | - | - | - | - | - | - | - | - | - | - |
| Other Global Markets | - | - | 900 | (900) | - | - | - | - | - | - | - | - |
| GM DCM JV | - | - | 15,705 | (15,705) | - | - | - | - | - | - | - | - |
| Legacy PF / Telecom / LA Portfolio - NIM | - | - | - | - | - | - | - | - | - | - | - | - |
| Principal Investing / PE Exceptions / Other | - | 4,191 | - | 4,191 | - | - | - | 4,191 | 8,265 | (4,074) | - | - |
| Total Legacy Portfolios / Cross Selling / Other | - | 4,191 | 16,605 | (12,414) | - | - | - | 4,191 | - | - | - | - |
| Total Corporate Finance Product | 24,293 | 50,960 | 70,257 | (19,297) | - | 19,800 | 575 | 51,535 | 82,530 | (31,095) | 96,522 | 12,932 |

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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Global Media Revenues as at 11 Dec.05

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DB 000591

FRANCHISE - REVENUE BY DEAL
AS OF: 11-DEC-2002
EUROS IN 000'S
EUROPE MEDIA

| PRODUCT | DEAL | Franchise Revenue Nov | Franchise Revenue YTD(Nov) | Franchise Revenue Dec | Other Coverage Groups |
|--|---|-----------------------------|----------------------------------|-----------------------------|-----------------------|
| | Bertelsmann - Project Rock / Rock.. (D014619) | - | 2,010 | - | None |
| | Fininvest - (Focus) / Focus (ex-Silimfast) (D016069) | - | 250 | - | ITALY |
| | Gazprom - sale of Gazprom Media to Sputhik Group (Astra) / Astra * (D013840) | - | 2,367 | - | EUR TECH, Rus.&Turk. |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | - | 89 | - | Oth. Eur., PORTUGAL |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | - | 30 | - | EUR TECH, FRANCE |
| | Johnston Press - Acqn advisory for RIM / Pacific. (D014213) | - | 2,188 | - | UK |
| | ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982) | - | 750 | - | EUR TECH |
| | StoryFirst - valuation of Russian assets (D025060) | - | 352 | - | None |
| | TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871) | - | 110 | - | IBERIA |
| Total M&A | | - | 8,144 | - | |
| Total Advisory | | - | 8,144 | - | |
| | ProSieben - HY and debt refinancing (D022609) | - | 5,333 | - | EUR SPON |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020485) | 1,929 | 1,929 | - | EUR SPON |
| Total HYCM | | 1,929 | 7,262 | - | |
| | Johnston Press - £880mm debt financing for RIM acquisition / Jupiter.- (D014834) | - | 1,980 | - | EUR SPON, UK |
| | ProSieben - HY and debt refinancing (D022609) | - | 1,712 | - | EUR SPON, GERMANY |
| | TF1 - EUR 350mm refinancing - July 2002 (D022100) | - | 151 | - | None |
| | Vivendi Universal Entertainment - Refinancing (D025558) | - | 1,125 | - | EUR SPON, NA MEDIA |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020485) | - | 292 | - | EUR SPON |
| Total Leverage Loan Fees | | - | 5,281 | - | |
| Total Debt Products | | 1,929 | 12,523 | - | |
| | JCDecaux - IPO (project Fox) / Fox (D004897) | - | (1,629) | - | None |
| | Johnston Press - rights issue for acqn of RIM (D022644) | - | 1,649 | - | UK |
| | Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | - | 3,747 | - | FRANCE |
| | Vivendi Universal - mandatory convertible bond (D026623) | 22,334 | 22,334 | - | FRANCE |
| Total Equity Underwriting | | 22,334 | 26,102 | - | |
| Total Equity | | 22,334 | 26,102 | - | |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023840) | - | 4,191 | - | None |
| Total Principal Investing / PE Exceptions / Other | | - | 4,191 | - | |
| Total Legacy Portfolios / Cross Selling / Other | | - | 4,191 | - | |
| Total Corporate Finance Product | | 24,263 | 50,960 | - | |

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Global Media Revenues as at 11 Dec.xls

FRANCHISE - PIPELINE BY DEAL
AS OF: 11-DEC-2002
EUROS IN 000S
EUROPE MEDIA

| Franchise Value | | | | | | | | | | | |
|---------------------------------|--|-------------|--------|--------|-----|--------|-------------------------|--------------|-------------------------------|-------------------------------------|--|
| PRODUCT | DEAL | PROBABILITY | Dec | Jan | Feb | Mar | Balance Of Year 2003 | Future Years | Franchise Revenue Total | Probability Weighted Pipeline | |
| Total M&A | BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783) | 0 | - | 5,000 | - | - | - | - | 5,000 | - | |
| | Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homercom, (D025086) | 0 | - | 1,486 | - | - | - | - | 1,486 | - | |
| | Boosay & Hawkes - divestiture advisory/defence & refinancing / Bronze (D019359) | 25 | 2,000 | - | - | - | - | - | 2,000 | 500 | |
| | Deutsche Telekom - Sale options for 16% stake in SES (D011449) | 0 | - | - | - | - | 6,000 | - | 6,000 | - | |
| | Digiturk - sell-side advisory (D025150) | 25 | - | - | - | 3,000 | - | - | 3,000 | 750 | |
| | Digiturk - sell-side advisory (D025150) | 100 | - | - | - | 100 | - | - | 100 | 100 | |
| | Electronic Arts - general advisory (VUE Games) (D025037) | 0 | - | - | - | - | 4,954 | - | 4,954 | - | |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | 25 | 300 | - | - | - | - | - | 300 | 75 | |
| | JCDcaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | 25 | - | - | - | - | 4,500 | - | 4,500 | 1,125 | |
| | Johnson Press - acqn & fn of SMK's publishing div (D025884) | 0 | - | - | - | - | 800 | - | 800 | - | |
| Total Advisory | Pearson plc - strategic advisory re Interactive Data Corp (D025866) | 0 | - | - | - | - | 4,954 | - | 4,954 | - | |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25 | - | - | - | 5,000 | - | - | 5,000 | 1,250 | |
| | Reuters - strategic advisory re 53% stake in Tibco (D026052) | 0 | - | - | - | - | 4,000 | - | 4,000 | - | |
| | Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | - | - | 19,818 | - | 19,818 | - | |
| | Vivendi - Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabill (D025298) | 25 | - | - | - | 10,000 | - | - | 10,000 | 2,500 | |
| | | | 2,300 | 6,486 | - | 18,900 | 44,227 | - | 71,913 | 6,300 | |
| | | | 2,300 | 6,486 | - | 18,900 | 44,227 | - | 71,913 | 6,300 | |
| | Vivendi Universal Entertainment - Refinancing (D025558) | 75 | - | - | - | 1,000 | - | - | 1,000 | 750 | |
| | | | - | - | - | 1,000 | - | - | 1,000 | 750 | |
| | | | - | - | - | 1,000 | - | - | 1,000 | 750 | |
| Total Debt Products | Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480) | 0 | 15,000 | - | - | - | - | - | 15,000 | - | |
| | BSkyB - GSP 200 million convertible bond (D020296) | 0 | 2,500 | - | - | - | - | - | 2,500 | - | |
| | SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013636) | 50 | - | - | - | - | 8,000 | - | 8,000 | 4,000 | |
| | Texas Pacific Group - IPO (Hunter) / Hunter ** (D022792) | 0 | - | - | - | - | 10,000 | - | 10,000 | - | |
| | Vivendi Universal - disposal of US stakes (D025431) | 25 | - | 9,908 | - | - | - | - | 9,908 | 2,477 | |
| | | | 17,500 | 9,908 | - | - | 18,000 | - | 45,408 | 6,477 | |
| | | | 17,500 | 9,908 | - | - | 18,000 | - | 45,408 | 6,477 | |
| | | | 17,500 | 9,908 | - | - | 18,000 | - | 45,408 | 6,477 | |
| | | | 19,800 | 18,396 | - | 19,900 | 62,227 | - | 118,322 | 13,627 | |
| | | | 19,800 | 18,396 | - | 19,900 | 62,227 | - | 118,322 | 13,627 | |
| Total Corporate Finance Product | | | | | | | | | | | |

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Global Media Revenues as at 11 Dec.xls

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-12-31 (Web)
EUROS IN 000'S
Europe Media

| BANKER | DEAL | PRODUCT | PROB | NOV FRANCHISE VALUE | YTD NOV FRANCHISE VALUE | DEC FRANCHISE VALUE | 2002 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|--------------------|---|--------------------------------|------|---------------------|-------------------------|---------------------|-------------------------|---------------------------|
| Austin, Geoffrey | BC Partners - acq'n of BertelsmannSpringer (Chess) / Chess ** (D024783) | Acquisition Advisory | 0% | - | - | - | - | 5,000 |
| | Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086)) | Acquisition Advisory | 0% | - | - | - | - | 1,486 |
| | Gazprom - sale of Gazprom Media to Spunik Group (Astira) / Astira * (D013840) | Valuation | 0% | - | 2,367 | - | - | - |
| | Johnston Press - acq'n advisory for RIM / Pacific, (D014213) | Acquisition Advisory | N/A | - | 2,188 | - | - | - |
| | Johnston Press - acq'n & fin of SMG's publishing div (D025684) | Corporate Brokerage - Advisory | 0% | - | - | - | - | 800 |
| | Johnston Press - rights issue for acq'n of RIM (D022844) | Equity Rights | N/A | - | 1,649 | - | - | - |
| | Johnston Press - \$500mm debt financing for RIM acquisition / Jupiter * (D014634) | Senior Bank Debt | N/A | - | 1,960 | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | - | 9,500 |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | - | 19,818 |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | - | 10,000 |
| Lovegrove, Stephen | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Debt Restructuring Advisory | 0% | 1,929 | 1,929 | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | 282 | 282 | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| Lovell, Nicholas | BC Partners - acq'n of BertelsmannSpringer (Chess) / Chess ** (D024783) | Acquisition Advisory | 0% | - | - | - | - | 5,000 |
| | Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086)) | Acquisition Advisory | 0% | - | - | - | - | 1,486 |
| | Gazprom - sale of Gazprom Media to Spunik Group (Astira) / Astira * (D013840) | Valuation | 0% | - | 2,367 | - | - | - |
| | Johnston Press - acq'n advisory for RIM / Pacific, (D014213) | Acquisition Advisory | N/A | - | 2,188 | - | - | - |
| | Johnston Press - acq'n & fin of SMG's publishing div (D025684) | Corporate Brokerage - Advisory | 0% | - | - | - | - | 800 |
| | Johnston Press - rights issue for acq'n of RIM (D022844) | Equity Rights | N/A | - | 1,649 | - | - | - |
| | Johnston Press - \$500mm debt financing for RIM acquisition / Jupiter * (D014634) | Senior Bank Debt | N/A | - | 1,960 | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | - | 9,500 |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | - | 19,818 |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | - | 10,000 |
| Machinas, Bruce | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Debt Restructuring Advisory | 0% | 1,929 | 1,929 | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | 282 | 282 | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Yell - US\$400mm financing for acq'n of Mosaic Publishing (D020468) | Senior Bank Debt | N/A | - | - | - | - | - |

12/19/2007

Global Media Revenues as at 11 Dec.xls

FRANCHISE - REVENUE & PIPELINE BY CID & DIR
 2002-12-11 (Wed)
 EUROS IN 000'S
 Europa Media

| BANKER | DEAL | PRODUCT | PROB | NOV FRANCHISE | | YTD NOV | | DEC FRANCHISE | | 2002 FRANCHISE | | FUTURE | |
|--------|--|--------------------------|------|---------------|----------|---------|----------|---------------|----------|----------------|----------|--------|----------|
| | | | | VALUE | PIPELINE | VALUE | PIPELINE | VALUE | PIPELINE | VALUE | PIPELINE | VALUE | PIPELINE |
| | Vivendi Universal - mandatory convertible bond (D026623) | Equity-Convertible Bonds | N/A | 22,334 | - | 22,334 | - | - | - | - | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (C026556) | Bridge Loans | 76% | - | - | - | - | - | - | - | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (C026556) | Bridge Loans | N/A | - | - | 1,125 | - | - | - | - | - | 1,000 | - |

12/19/2007

Global Media Revenues as at 11 Dec.xls

CONFIDENTIAL

DB 000595

Global Media
Franchise Revenue In Excess of 100k
Weekly Change (from Jan 8 to Jan 15)

| Weekly Changes (from Jan 8 to Jan 15) | | | | | | | | | | | | |
|---|----------------------------|-----------------|-------------|--------|-----|---------|----------|-----|---------|----------|-------------------|--|
| Deal | Product | Region | Probability | Actual | | | Pipeline | | | Comments | | |
| | | | | Dec | Jan | Jan | Feb | Mar | 2nd Qtr | | | |
| Allbritton Communications - acq financing for Fisher Commun (0027037) | Bonds-Corporate High Yield | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | 2,317 | 0 | Pipeline added | |
| AOL Time Warner - convertible offering (3Q 02) (0024044) | Equity-Convertible Bonds | Americas | 0.00 | 0 | 0 | 0 | 0 | 0 | (144) | 0 | Pipeline adjusted | |
| BC Partners - acq of Benetton/Springer (Chess) / Chess (0024783) | Acquisition Advisory | Europe | 0.00 | 0 | 0 | (5,000) | 0 | 0 | 0 | 5,000 | Pipeline moved | |
| BusinessWire - general advisory (0005885) | Divestiture Advisory | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | Pipeline added | |
| Carlyle/Veith - acq hq for Quest Diagnostics West(Phase II) / Phase 2 (0025692) | Bonds-Corporate High Yield | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | Pipeline adjusted | |
| Excelsior - acq advisory and financing (SM - HE) (0014801) | Bridge Loans | Americas | 50.00 | 0 | 0 | (500) | 0 | 0 | 0 | 0 | Pipeline adjusted | |
| Electronic Arts - general advisory (VUE Games) (0025537) | Acquisition Advisory | Europe | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | Pipeline removed | |
| DirectTV USA - bridge financing (4Q 02) (0020076) | Bonds-Corporate High Yield | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | (6,628) | 0 | Pipeline moved | |
| PH Donnelly - acq financing for Sprint Yellow Pages (0025434) | Senior Bank Debt | Americas | 50.00 | 0 | 0 | 0 | 0 | 0 | (271) | 0 | Pipeline removed | |
| RH Donnelly - acq financing for Sprint Yellow Pages (0025434) | Senior Bank Debt | Americas | 100.00 | 0 | 0 | 5,201 | 0 | 0 | 0 | 0 | Probably changed | |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086) | Acquisition Advisory | Americas | 75.00 | 0 | 0 | (3,781) | 0 | 0 | 0 | 0 | Probably changed | |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086) | Acquisition Advisory | Europe | 100.00 | 0 | 0 | 1,185 | 0 | 0 | 0 | 0 | Probably changed | |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086) | Acquisition Advisory | Europe | 75.00 | 0 | 0 | (1,152) | 0 | 0 | 0 | 0 | Probably changed | |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086) | Bonds-Corporate High Yield | Europe | 50.00 | 0 | 0 | 0 | 3,688 | 0 | 0 | 0 | Pipeline added | |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin /Versalle (0025086) | Senior Bank Debt | Europe | 50.00 | 0 | 0 | 0 | 3,783 | 0 | 0 | 0 | Pipeline added | |
| Vivendi Universal - disposal of US stakes (0025431) | Divestiture Advisory | Americas/Europe | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | (9,746) | Pipeline adjusted | |
| Vivendi Universal - disposal of US stakes (0025431) | Block Trade | Americas/Europe | 25.00 | 0 | 0 | (144) | 0 | 0 | 0 | 0 | Pipeline adjusted | |
| Young Broadcasting - general advisory (Kron Station) (0025304) | Divestiture Advisory | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | Pipeline added | |
| Young Broadcasting - general advisory (Kron Station) (0025304) | Divestiture Advisory | Americas | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 2,837 | Pipeline added | |

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DB 000596

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA (1)

| PRODUCT | Dec Franchise Revenue | YTD(Dec) Franchise Revenue | Prior YTD Franchise Revenue | BIW PRIOR YTD Franchise Revenue | Jan Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | Bl Of Cur Year Probability Weighted Pipeline | 2003 Full Year Forecast | 2002 Full Year Plan | BIW 2002 Full Year Plan | Future Year Pipeline(2) | Future Year Pipeline Weighted(2) |
|---|-----------------------|----------------------------|-----------------------------|---------------------------------|-----------------------|---|--|-------------------------|---------------------|-------------------------|-------------------------|----------------------------------|
| M&A | 1,466 | 31,925 | 27,867 | 4,056 | 591 | 81,419 | 10,705 | 43,221 | 49,000 | (17,076) | - | - |
| Other Advisory | - | - | 170 | (170) | - | - | - | - | 49,000 | (17,076) | - | - |
| Total Advisory | 1,466 | 31,925 | 28,037 | 3,886 | 591 | 81,419 | 10,705 | 43,221 | - | - | - | - |
| ABL Origination | - | - | - | - | - | - | - | - | - | - | - | - |
| HYCM | 3,031 | 25,992 | 20,109 | 5,883 | 7,586 | 16,314 | 5,000 | 38,558 | 14,000 | 11,992 | - | - |
| Leverage Loan Fees | - | 17,868 | 12,115 | 5,753 | - | 70,699 | 35,363 | 53,331 | 14,000 | 3,968 | - | - |
| Project Finance | - | - | - | - | - | - | - | - | - | - | - | - |
| Leveraged Portfolio Revenue | - | - | - | - | - | - | - | - | - | - | - | - |
| Real Estate Investment Banking | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Debt Products | 3,031 | 43,860 | 32,224 | 11,735 | 7,586 | 87,013 | 40,364 | 51,889 | 28,000 | 15,960 | - | - |
| Equity Underwriting | 127 | 56,557 | 39,022 | 16,535 | - | 59,494 | 10,285 | 86,842 | - | 56,657 | 61 | 45 |
| Private Placement-Equity | - | 908 | 85 | 823 | - | - | - | 908 | - | 908 | - | - |
| Structured Equity Transactions Group | - | - | 162 | (162) | - | - | - | - | - | - | - | - |
| Total Equity | 127 | 57,465 | 39,269 | 15,196 | - | 59,494 | 10,285 | 67,750 | 48,000 | 8,465 | 61 | 45 |
| Capital Benefit / Treasury Allocation | - | - | - | - | - | - | - | - | - | - | - | - |
| Other Global Markets | - | - | 900 | (900) | - | - | - | - | - | - | - | - |
| Gill DCM JV | - | - | 15,705 | (12,848) | - | - | - | - | - | - | - | - |
| Legacy PF / Telecom / LA Portfolio - NIM | - | 2,856 | 2,683 | (2,683) | - | - | - | 2,856 | - | 2,856 | - | - |
| Principal Investing / PE Exceptions / Other | - | 2,991 | (1,065) | 4,077 | - | - | - | 2,991 | - | 2,991 | - | - |
| Total Legacy Portfolios / Cross Selling / Other | (74) | 5,847 | 18,203 | (12,356) | - | - | - | 5,847 | 14,000 | (8,153) | - | - |
| Total Corporate Finance Product | 4,551 | 139,197 | 110,734 | 22,484 | 8,157 | 226,928 | 61,353 | 208,767 | 140,000 | (803) | 61 | 45 |

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) Balance of Pipeline includes all future years

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DB 000597

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|----------------|---|-----------------------------|----------------------------------|-----------------------------|------------------------|
| | Acme Communications - general advisory (D006356) | - | - | 591 | None |
| | Allbritton Communications - General Advisory (News Ch 8) (D020686) | - | 111 | - | NA Lev Fin |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | - | 3,670 | - | EUR TELE, NA TELE |
| | Aurora Communications - general advisory (D012858) | - | 1,032 | - | None |
| | Bertelsmann - Project Rock / Rock... (D014619) | - | 2,010 | - | None |
| | Echostar - acqn advisory and financing (GM - HE) (D014601) | - | (145) | - | NA Lev Fin |
| | Echostar - General Advisory (Vivendi) (D016541) | 96 | 8,686 | - | None |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | 250 | 96 | - | None |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | - | 500 | - | ITALY |
| | Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) | - | 2,367 | - | EUR TECH, Rus & Turk. |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | (12) | 77 | - | Oth. Eur., PORTUGAL |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | - | 30 | - | EUR TECH, FRANCE |
| | Johnston Press - Acqn advisory for RIM / Pacific. (D014213) | - | 2,188 | - | UK |
| | Landmark Communications - general advisory/Retainer 2001-02) (D014724) | - | 203 | - | None |
| | Liberty Media - Acqn opportunities in Europe (D016262) | - | 244 | - | EUR SPON, EUR TELE |
| | Pinnacle Holdings - general advisory (2001) (D010190) | 960 | 960 | - | NA Lev Fin |
| | ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982) | - | 750 | - | EUR TECH |
| | Scientific Atlanta - acquisition of Barconet-Project Baseball / Basebal (D013401) | - | 1,524 | - | EUR TECH |
| | Spectrasite Holdings - Fairness Opinion (SBC) (D022702) | - | 533 | - | NA FIN SPO |
| | StoryFirst - valuation of Russian assets (D025060) | - | 352 | - | None |
| | SuperRadio - general advisory (D000577) | - | 297 | - | None |
| | Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | 172 | 172 | - | EUR SPON, UK |
| | TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121) | - | 1,578 | - | EUR TELE, ITALY, LA |
| | TMP Worldwide - Project University / University 1 (D013407) | - | 3,408 | - | None |
| | TPI - Project Zamora (Latin American Acquisitions) / Zamora... (D993871) | - | 110 | - | IBERIA |
| | Tribune Co - general advisory (radio assets) (D002234) | - | 1,086 | - | None |
| | TV Globo - Project Waves / Waves... (D013628) | - | 89 | - | LA |
| Total M&A | | 1,466 | 31,925 | 591 | |
| Total Advisory | | 1,466 | 31,925 | 591 | |
| | Adelphia Communications - HY Offering (2Q 01) (D013200) | - | 68 | - | NA TELE |
| | Allbritton Communications - HY (4Q 02) (D020406) | 2,573 | 2,573 | - | NA Lev Fin |
| | AMC Entertainment - acq financing for General Cinema (D013398) | - | 462 | - | NA FIN SPO |
| | Carlyle/Weish - acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503) | - | 4,766 | - | NA FIN SPO, NA Lev Fin |
| | Echostar - HY offering (Hughes Electronics) (D016727) | - | (538) | - | NA Lev Fin |
| | Entercom Communications - HY offering (1Q 02) (D020688) | - | 1,152 | - | NA Lev Fin |
| | Galaxy Latin America - HY bond offering (1Q 01) (D002033) | - | 1,506 | - | LA |
| | Gray Television - HY offering (4Q 02) (D025884) | 45 | 431 | - | NA Lev Fin |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | 5,480 | - | NA FIN SPO, NA Lev Fin |

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DB 000598

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|---------------------------------|--|-----------------------------|----------------------------------|-----------------------------|------------------------------|
| | NextMedia Group - HY offering (2Q 01) (D013233) | - | (89) | - | None |
| | ProSieben - HY and debt refinancing (D022609) | - | 5,333 | - | EUR SPON |
| | Radio One - HY offering (2Q 01) (D012201) | - | (6) | - | None |
| | RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | - | - | 7,566 | NA Lev Fin |
| | Salem Communications - HY offering (4Q 02) (D027241) | 106 | 106 | - | None |
| | Sinclair Broadcast Group - HY offering (4Q 02) (D026013) | 307 | 551 | - | None |
| | Sinclair Broadcasting - HY offering (1Q 02) (D021370) | - | 536 | - | None |
| | Sinclair Broadcasting - HY Offering (4Q 01) (D016235) | - | 1,206 | - | None |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465) | - | 1,929 | - | EUR SPON |
| | Young Broadcasting - HY Offering (4Q 01) (D014961) | - | 527 | - | None |
| Total HYCM | | 3,031 | 25,992 | 7,566 | |
| | Carlyle/Welsh - acq fnog for Qwest Dex East (Phase 1) / Phase I (D023503) | - | 2,860 | - | NA FIN SPO, NA Lev Fin |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | - | 1,297 | - | NA Lev Fin |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | 5,960 | - | NA FIN SPO, NA Lev Fin |
| | Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834) | - | 1,980 | - | EUR SPON, UK |
| | Kerasotes Theaters - Bank Financing (3Q 02) (D021255) | - | 559 | - | None |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | - | 1,930 | - | NA FIN SPO, NA Lev Fin |
| | ProSieben - HY and debt refinancing (D022609) | - | 1,712 | - | EUR SPON, GERMANY |
| | TF1 - EUR 350mm refinancing - July 2002 (D022100) | - | 151 | - | None |
| | Vivendi Universal Entertainment - Refinancing (D025556) | - | 1,125 | - | EUR SPON, NA MEDIA |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465) | - | 292 | - | EUR SPON |
| Total Leverage Loan Fees | | - | 17,968 | - | |
| Total Debt Products | | 3,031 | 43,960 | 7,566 | |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | - | 5,134 | - | None |
| | Digital River - block trade (4Q 01) (D016304) | - | 85 | - | None |
| | Emmis Communications - Block Trade (2Q 02) (D021959) | - | 2,206 | - | None |
| | Entercorn Communications - secondary offering (1Q 02) (D020128) | - | 4,553 | - | None |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | - | 5,287 | - | NA Lev Fin |
| | Ikon Office Solutions - convertible offering (2Q 02) (D020657) | - | 5,025 | - | None |
| | Internet Capital Group - IPO (D990806) | - | 296 | - | EUR TECH, NA CON |
| | JCDecaux - IPO (project Fox) / Fox (D004897) | - | (1,629) | - | None |
| | Johnston Press - rights issue for acqn of RIM (D022644) | - | 1,649 | - | UK |
| | Leap Frog Enterprises - IPO financing (D016309) | - | 688 | - | NA CON, NA FIN SPO |
| | LIN Television - IPO (D020127) | - | 10,033 | - | NA FIN SPO |
| | MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | 126 | (4,595) | - | CHINA, NA FIN SPO, ASIA SPON |
| | MediaNation - Sponsoring Agreement (D027084) | - | 65 | - | ASIA SPON, CHINA, NA FIN SPO |
| | Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | - | 3,747 | - | FRANCE |
| | Radio One - Secondary Offering (2Q 02) (D021881) | - | 917 | - | None |

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DB 000599

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|--|---|-----------------------------|----------------------------------|-----------------------------|-----------------------|
| | Vivendi Universal - mandatory convertible bond (D028623) | 1 | 22,335 | - | FRANCE |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | - | 761 | - | NA FIN SPO |
| Total Equity Underwriting | | 127 | 55,567 | - | |
| | iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) | - | (0) | - | None |
| | iBeam mtrm (M1574) | - | (1) | - | None |
| | iBiquity Digital - Private Placement (Q2 02) (D013707) | - | 749 | - | NA P PLMT |
| | SONICblue - equity private placement (2Q 02) (D021165) | - | 160 | - | NA P PLMT |
| Total Private Placement-Equity | | - | 908 | - | |
| Total Equity | | 127 | 57,486 | - | |
| | AOL Time Warner inc. - IG Bond. (M3404) | - | 141 | - | None |
| | Pitney Bowes - IG offering (3Q 02) (D026114) | - | 845 | - | None |
| | Scholastic Corp - IG offering (1Q 02) (D020146) | - | 133 | - | None |
| | Viacom - IG offering (3Q 02) (D025676) | - | 657 | - | None |
| | Walt Disney - \$450mm - IG Bond (D024828) | - | 86 | - | None |
| | Walt Disney - IG Bond (M3182) | - | 995 | - | None |
| Total GM DCM JV | | - | 2,856 | - | |
| | AOL Time Warner - Strategic Lending Contract (M4545) | (17) | (105) | - | None |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640) | - | 4,191 | - | None |
| | Comcast Cable - Strategic Lending Contract (M2222) | - | (355) | - | None |
| | Infinity Broadcasting - Strategic Lending Contract (M2221) | (56) | (739) | - | None |
| | Unallocated Event (***) | (0) | (1) | - | None |
| Total Principal Investing / PE Exceptions / Other | | (74) | 2,991 | - | |
| Total Legacy Portfolios / Gross Selling / Other | | (74) | 5,847 | - | |
| Total Corporate Finance Product | | 4,551 | 139,197 | 8,167 | |

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DB 000600

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
CROSS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | PROBABILITY | Franchise Value | | | | Balance Of Year 2003 | Future Years | Franchise Revenue Total | Probability Weighted Pipeline |
|---------|--|-------------|-----------------|-------|--------|-------|-------------------------|--------------|-------------------------------|-------------------------------------|
| | | | Jan | Feb | Mar | Apr | | | | |
| | Acme Communications - general advisory (D006366) | 75 | - | - | - | 365 | - | (355) | 365 | 266 |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D023086) | 100 | 1,135 | - | - | - | - | (1,135) | 1,135 | 1,135 |
| | BC Partners - acqn of Bertelsmann/Springer (Chess) / Chess - (D024763) | 0 | - | - | - | 5,000 | - | (5,000) | 5,000 | 500 |
| | Boosey & Hawkes - divestiture advisory/delencs & refinancing / Bronze (D016359) | 25 | - | 2,000 | - | - | - | (2,000) | 2,000 | 1,064 |
| | BusinessWire - general advisory (D005685) | 25 | - | - | - | - | 4,256 | - | 4,256 | 1,064 |
| | Deutsche Telekom - Sale options for 10% stake in SES (D011448) | 0 | - | - | - | - | 6,000 | - | 6,000 | 750 |
| | Digitalurk - sell-side advisory (D025150) | 25 | - | - | 3,000 | - | - | (3,000) | 3,000 | 100 |
| | Emmis Communications - general advisory (D027038) | 100 | - | - | 100 | - | - | (100) | 100 | 828 |
| | Emmis Communications - acqn of Fisher Communications (D027038) | 25 | - | - | - | - | 3,310 | - | 3,310 | 11,490 |
| | Fininvest - (Focus) / Focus (ex-Simfast) (D016369) | 75 | - | 250 | - | - | - | (250) | 250 | 188 |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | 25 | - | - | - | - | 4,500 | - | 4,500 | 1,125 |
| | Pearson plc - strategic advisory re Interactive Data Corp (D023060) | 0 | - | - | - | - | 4,720 | - | 4,720 | - |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25 | - | - | 5,000 | - | - | (5,000) | 5,000 | 1,250 |
| | Radler - strategic advisory re 53% stake in Tibco (D026052) | 0 | - | - | - | - | 4,000 | - | 4,000 | 1,000 |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | 25 | - | - | - | - | 9,457 | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | 10,000 | - | - | (10,000) | 10,000 | 2,500 |
| | Vivendi - Canal Plus French assets M&A/ECM (ex Techologies) / Canal+ (D025206) | 25 | - | - | - | - | 2,837 | - | 2,837 | - |
| | Young Broadcasting - general advisory (Kron Station) (D025304) | 0 | - | - | - | - | - | - | - | - |
| | Total M&A | | 1,135 | 2,250 | 18,100 | 5,356 | 54,579 | (26,840) | 81,419 | 10,705 |
| | Total Advisory | | 1,135 | 2,250 | 18,100 | 5,356 | 54,579 | (26,840) | 81,419 | 10,705 |
| | Altitron Communications - acq financing for Fisher Commun (D027037) | 25 | - | - | 2,317 | - | - | (2,317) | 2,317 | 579 |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D023086) | 50 | - | 3,688 | - | - | - | (3,688) | 3,688 | 1,844 |
| | Carlyle/Welsh - acq fncg for Quest Dex West(Phase II) / Phase 2 (D025662) | 25 | - | - | - | 6,998 | - | - | 6,998 | 1,750 |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | 25 | - | - | - | 3,310 | - | (3,310) | 3,310 | 828 |
| | Total HYCM | | - | 3,688 | 2,317 | 3,310 | 6,998 | (9,315) | 16,314 | 5,000 |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versatile (D023086) | 50 | - | 3,783 | - | - | - | (3,783) | 3,783 | 1,991 |
| | Carlyle/Welsh - acq fncg for Quest Dex West(Phase II) / Phase 2 (D025662) | 25 | - | - | 5,674 | - | - | (5,674) | 5,674 | 1,419 |
| | Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) | 50 | - | - | 1,702 | - | - | (1,702) | 1,702 | 951 |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | 50 | - | - | 17,779 | - | - | (17,779) | 17,779 | 8,890 |
| | EchoStar - acqn advisory and financing (GM - HE) (D014801) | 50 | 32,722 | - | - | - | - | (32,722) | 32,722 | 16,361 |
| | RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | 100 | 5,201 | - | - | - | - | (5,201) | 5,201 | - |
| | Sinclair Broadcasting - bank financing (3Q 02) (D021892) | 0 | - | - | 2,837 | - | - | (2,837) | 2,837 | 750 |
| | Vivendi Universal Entertainment - Refinancing (D025558) | 75 | - | - | 1,000 | - | - | (1,000) | 1,000 | - |
| | Total Leverage Loan Fees | | 37,923 | 3,783 | 28,993 | - | - | (70,699) | 70,699 | 35,363 |
| | Total Debt Products | | 37,923 | 7,471 | 31,310 | 3,310 | 5,998 | (80,615) | 87,013 | 40,364 |
| | AOL Time Warner - convertible offering (3Q 02) (D024644) | 0 | - | - | - | - | - | - | - | - |
| | Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480) | 0 | - | - | 9,457 | - | - | (9,457) | 9,457 | - |
| | B&W - GBP 200 million convertible bond (D020296) | 75 | - | - | 2,500 | - | 15,000 | (2,500) | 15,000 | 1,875 |
| | Citadel Broadcasting - IPO (D023096) | 0 | - | - | 2,837 | - | - | (2,837) | 2,837 | - |
| | MediaNation - Sponsoring Agreement (D027084) | 75 | - | - | - | - | 61 | (61) | 121 | 91 |
| | Salem Communications - secondary offering (3Q 02) (D024428) | 0 | - | - | 1,182 | - | - | (1,182) | 1,182 | 6,000 |
| | SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535) | 75 | - | - | - | - | 8,000 | - | 8,000 | - |
| | Texas Pacific Group - IPO (Hunter) / Hunter - (D022792) | 0 | - | - | - | - | 10,000 | - | 10,000 | 2,354 |
| | Vivendi Universal - disposal of US stakes (D025431) | 25 | 9,457 | - | - | - | - | (9,457) | 9,457 | - |
| | Total Equity Underwriting | | 9,457 | - | 19,978 | - | 33,061 | (26,373) | 56,655 | 10,330 |
| | Total Equity | | 9,457 | - | 19,978 | - | 33,061 | (26,373) | 56,655 | 10,330 |
| | Total Corporate Finance Product | | 48,615 | 9,721 | 66,387 | 6,665 | 94,638 | (132,227) | 226,866 | 61,399 |

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DB 000601

FRANCHISE - REVENUE & PIPELINE BY WD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Global Media

| BANKER | DEAL | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|------------------|--|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Am Ing, Jeffrey | Aurora Communications - general advisory (D012858) | N/A | - | - | - | - | - |
| | Citadel Broadcasting - IPO (D023066) | 0% | - | 1,032 | - | 2,837 | - |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | N/A | - | 5,134 | - | - | - |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | 25% | - | - | - | 3,310 | - |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | 50% | - | - | - | 17,779 | - |
| | EchoStar - General Advisory (Vivendi) (D018541) | N/A | - | 8,688 | - | - | - |
| | EchoStar - HY offering (Hughes Electronics) (D018727) | N/A | - | (638) | - | - | - |
| | EchoStar - acqn advisory and financing (GM - HE) (D014601) | N/A | - | (143) | - | - | - |
| | EchoStar - acqn advisory and financing (GM - HE) (D014601) | 50% | - | - | - | 32,722 | - |
| | Emmis Communications - Block Trade (2Q 02) (D021959) | N/A | - | 2,206 | - | - | - |
| | Emmis Communications - acq of Fisher Communications (D027038) | 25% | - | - | - | 3,310 | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | 0% | - | - | - | 11,490 | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | N/A | 96 | 98 | - | - | - |
| | Entertainment Communications - HY offering (1Q 02) (D020888) | N/A | - | 1,152 | - | - | - |
| | Entertainment Communications - secondary offering (1Q 02) (D020128) | N/A | - | 4,553 | - | - | - |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D018949) | N/A | - | 5,480 | - | - | - |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D018949) | N/A | - | 5,960 | - | - | - |
| | MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | 125 | 126 | (4,595) | - | - | 61 |
| | MediaNation - Sponsoring Agreement (D027084) | 75% | - | - | - | 61 | - |
| | MediaNation - Sponsoring Agreement (D027084) | N/A | - | 65 | - | - | - |
| | Radio One - HY offering (2Q 01) (D012201) | N/A | - | (6) | - | - | - |
| | Radio One - Secondary Offering (2Q 02) (D021881) | N/A | - | 917 | - | - | - |
| | Sinclair Broadcast Group - HY offering (4Q 02) (D026013) | N/A | 307 | 551 | - | - | - |
| | Sinclair Broadcasting - HY offering (4Q 01) (D016235) | N/A | - | 1,206 | - | - | - |
| | Sinclair Broadcasting - bank financing (3Q 02) (D021882) | 0% | - | - | - | 2,837 | - |
| | SuperRadio - general advisory (D000577) | N/A | - | 297 | - | - | - |
| | Viacom - IG offering (3Q 02) (D025678) | N/A | - | 657 | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | 75% | - | - | - | 1,000 | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | N/A | - | 1,125 | - | - | - |
| | IBility Digital - Private Placement (2Q 02) (D013107) | N/A | - | 749 | - | - | - |
| Austin, Geoffrey | BC Partners - acqn of BertelsmannSpringer (Cheese) / Cheese ** (D024783) | 0% | - | - | - | 5,000 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 100% | - | - | - | 1,135 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50% | - | - | - | 3,888 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50% | - | - | - | 3,783 | - |
| | Gazprom - sale of Gazprom Media to Spolink Group (Astra) / Astra * (D013840) | N/A | - | 2,367 | - | - | - |
| | Johnston Press - Acqn advisory for RIM / Pacific (D014213) | N/A | - | 2,188 | - | - | - |
| | Johnston Press - rights issue for acqn of RIM (D022844) | N/A | - | 1,649 | - | - | - |
| | Johnston Press - £880mm debt financing for RIM acquisition / Jupiter.- (D014834) | N/A | - | 1,980 | - | - | - |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | 25% | - | - | - | 4,000 | - |
| | Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | N/A | 172 | 172 | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | 9,457 | - |
| | Vivendi Canal Plus French assets M&A/ECM (ex.Technologies) / Cantabill (D025286) | 25% | - | - | - | 10,000 | - |
| | Yell - US\$340mm financing for acqn of Moleod Publishing (D020465) | N/A | - | 1,829 | - | - | - |
| | Yell - US\$340mm financing for acqn of Moleod Publishing (D020465) | N/A | - | 292 | - | - | - |
| Cary, Charles | Aurora Communications - general advisory (D012858) | N/A | - | 1,032 | - | - | - |
| | Caryle/Welsh - acq Inq for Qwest Dex West(Phase II) / Phase 2 (D025662) | 25% | - | - | - | 6,998 | - |
| | Caryle/Welsh - acq Inq for Qwest Dex West(Phase II) / Phase 2 (D025662) | 25% | - | - | - | 9,974 | - |
| | Caryle/Welsh - acq Inq for Qwest Dex East (Phase 1) / Phase 1 (D023503) | N/A | - | 4,768 | - | - | - |
| | Caryle/Welsh - acq Inq for Qwest Dex East (Phase 1) / Phase 1 (D023503) | N/A | - | 2,860 | - | - | - |
| | Citadel Broadcasting - IPO (D023066) | 0% | - | - | - | 2,837 | - |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | N/A | - | 5,134 | - | - | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | 0% | - | - | - | 11,490 | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | N/A | 96 | 98 | - | - | - |
| | Entertainment Communications - HY offering (1Q 02) (D020888) | N/A | - | 1,152 | - | - | - |
| | Entertainment Communications - secondary offering (1Q 02) (D020128) | N/A | - | 4,553 | - | - | - |
| | Leap Frog Enterprises - IPO financing (D016306) | N/A | - | 688 | - | - | - |
| Cary, Charles | MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | N/A | 126 | (4,555) | - | - | - |

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Global Media

| BANKER | DEAL | PRODUCT | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|--------------------|---|------------------------------|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Graves, Daniel B. | MediaNation - Sponsoring Agreement (D0227084) | Equity-IPD | 75% | - | - | - | 81 | 61 |
| | MediaNation - Sponsoring Agreement (D0227084) | Equity-IPD | N/A | - | 85 | - | - | - |
| | NextMedia Group - HY offering (2Q 01) (D013233) | Bonds-Corporate High Yield | N/A | - | (89) | - | - | - |
| | RM Donnelley - acq financing for Sprint Yellow Pages (D025434) | Bonds-Corporate High Yield | N/A | - | - | 7,566 | - | - |
| | Radio One - acq financing for Sprint Yellow Pages (D025434) | Senior Bank Debt | 100% | - | - | - | 5,201 | - |
| | Radio One - Secondary Offering (2Q 02) (D021881) | Equity-Secondary | N/A | - | 917 | - | - | - |
| | Sinclair Broadcasting - HY offering (4Q 01) (D021370) | Bonds-Corporate High Yield | N/A | - | 1,206 | - | - | - |
| | Sinclair Broadcasting - HY offering (1Q 02) (D021370) | Bonds-Corporate High Yield | N/A | - | 536 | - | - | - |
| | Sinclair Broadcasting - bank financing (3Q 02) (D021892) | Senior Bank Debt | 0% | - | - | - | 2,837 | - |
| | SuperRadio - general advisory (D020537) | Divestiture Advisory | N/A | - | 297 | - | - | - |
| | Viacom - IG offering (3Q 02) (D025576) | Bonds-Corp. Investment Grade | N/A | - | 657 | - | - | - |
| | Alpha Communications - HY offering (2Q 01) (D013200) | Bonds-Corporate High Yield | N/A | - | 68 | - | - | - |
| | Albritton Communications - General Advisory (News Ch 8) (D020686) | Fairness Opinion | N/A | - | 111 | - | - | - |
| | Albritton Communications - HY (4Q 02) (D020406) | Bonds-Corporate High Yield | N/A | 2,573 | 2,573 | - | - | - |
| | Aldor Entertainment - acq financing for Fisher Comm (D027037) | Bonds-Corporate High Yield | 25% | - | - | - | 2,317 | - |
| Lovagrove, Stephen | Gaylord Entertainment - Project Workshop (D013127) | Divestiture Advisory | N/A | - | 1,621 | - | - | - |
| | Gray Television - HY offering (4Q 02) (D022867) | Bonds-Corporate High Yield | N/A | 45 | 431 | - | - | - |
| | Gray Television - bank/equity financing (4Q 02) (D022867) | Equity-Secondary | N/A | - | 5,287 | - | - | - |
| | Landmark Communications - general advisory (Refiner 2001-02) (D014724) | Senior Bank Debt | N/A | - | 1,287 | - | - | - |
| | Salem Communications - HY offering (4Q 02) (D027241) | Other M&A Advisory | N/A | 106 | 203 | - | - | - |
| | Salem Communications - secondary offering (3Q 02) (D024428) | Bonds-Corporate High Yield | N/A | - | 106 | - | - | - |
| | Tribune Co - general advisory (radio assets) (D022234) | Equity-Secondary | 0% | - | - | - | 1,182 | - |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | Divestiture Advisory | N/A | - | 1,088 | - | - | - |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | Equity-Secondary | N/A | - | 761 | - | - | - |
| | Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480) | Equity-Secondary | 0% | - | - | - | 16,000 | - |
| | BC Partners - acq of BertelsmannSpringer (Ches) / Ches ** (D024783) | Acquisition Advisory | 0% | - | - | - | 5,000 | - |
| | BSkyB - GBP 200 million convertible bond (D020286) | Equity-Convertible Bonds | 75% | - | - | - | 2,500 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Acquisition Advisory | 100% | - | - | - | 1,136 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Bonds-Corporate High Yield | 50% | - | - | - | 3,888 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Senior Bank Debt | 50% | - | - | - | 3,783 | - |
| Lovell, Nicholas | Bertelsmann - Project Rock / Rock (D014819) | Acquisition Advisory | N/A | - | 2,010 | - | - | - |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640) | Short Term Finance | N/A | - | 4,191 | - | - | - |
| | Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359) | Divestiture Advisory | 25% | - | - | - | 2,000 | - |
| | Deutsche Telekom - Sale options for 16% stake in SES (D011449) | Divestiture Advisory | 0% | - | - | - | 6,000 | - |
| | Digiturk - sell-side advisory (D025150) | Divestiture Advisory | 100% | - | - | - | 100 | - |
| | Digiturk - sell-side advisory (D025150) | Divestiture Advisory | 25% | - | - | - | 3,000 | - |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | Merger Advisory | N/A | (12) | 77 | - | - | - |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | Equity-IPD | N/A | - | (1,628) | - | - | - |
| | JCDecaux - IPO (project Fox) / Fox (D004897) | Acquisition Advisory | 25% | - | - | - | 4,500 | - |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | Acquisition Advisory | N/A | - | 30 | - | - | - |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | Acquisition Advisory | 0% | - | - | - | 4,729 | - |
| | Pearson plc - strategic advisory re Interactive Data Corp (D025865) | Defense Advisory | 25% | - | - | - | 5,000 | - |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D022812) | Divestiture Advisory | 0% | - | - | - | 4,000 | - |
| | Reiters - strategic advisory re 53% stake in Tibco (D026052) | Equity-IPD | 75% | - | - | - | 8,000 | - |
| | SES Global - 6700-1bn IPO - Project Gerard2 / Gerard2 (D013635) | Senior Bank Debt | N/A | - | 151 | - | - | - |
| | TPI - EUR 350mm refinancing - July 2002 (D022100) | Acquisition Advisory | N/A | - | 110 | - | - | - |
| | Taylor & Francis - pot acq of Blackwell STM publishing subs (D012872) | Acquisition Advisory | 25% | - | - | - | 4,000 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Divestiture Advisory | 25% | - | - | - | 9,457 | - |
| | Vivendi - Canal Plus French assets M&A/ECM (ex Technologies) / Cantabli (D025298) | Divestiture Advisory | 25% | - | - | - | 10,000 | - |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | Merger Advisory | N/A | (12) | 77 | - | - | - |
| | Pearson plc - strategic advisory re Interactive Data Corp (D025865) | Acquisition Advisory | 0% | - | 3,747 | - | 4,729 | - |
| | Pulpis Groupe SA - convertible bond 01 2002(King) / King * (D016091) | Equity-Convertible Bonds | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Divestiture Advisory | 25% | - | - | - | 10,000 | - |

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